

Message Text

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PAGE 01 CARACA 07278 211427Z
ACTION ARA-14

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FM AMEMBASSY CARACAS
TO USDOC WASHDC
INFO SECSTATE WASHDC 8481

UNCLAS CARACAS 7278

FOR: BIC/OED/MEPD AND BIBA CORLESS

E.O. 11652: N/A
TAGS: ETEL, BENC, VE
SUBJ: MAJOR PROJECT: EARLY WARNING: CHANGE TO ELECTRONIC
SWITCHING IN TELEPHONE EXCHANGES

1. ACCORDING TO STATEMENTS MADE TO EMBOFF BY THE FORMER VICE MINISTER OF TRANSPORT AND COMMUNICATIONS AND PUBLIC STATEMENT LAST WEEK BY MINISTER VIVAS AT FEDECAMARAS CONVENTION, NATIONAL TELEPHONE COMPANY (CANTV) IS NOW GIVING SERIOUS THOUGHT TO THE IMPLEMENTATION OF ITS INTENTION TO CHANGE THE ELECTRO-MECHANICAL SWITCHING SYSTEM PRESENTLY USED IN ITS INTERNAL PLANT TO ELECTRONIC SWITCHING. START-UP OF THIS PROGRAM IS SCHEDULED FOR 1981. HOWEVER, OVER THE MEDIUM TERM CANTV INTENDS TO PREPARE ITS ENGINEERING AND OPERATIONAL STAFF BEFORE THIS TIME TO BE READY PERSONNEL-WISE WHEN THE CHANGE OVER OCCURS.

2. HERETOFORE, CANTV HAS PRUCHASED CENTRALS PRIMARILY FROM ERICSSON OF SWEDEN AND SIEMENS FROM GERMANY, WITH MOBILE EXCHANGES PURCHASED FROM HITACHI OF JAPAN. DUE TO THIS REFERENCE FOR CERTAIN SUPPLIERS, U.S. FIRMS HAVE NOT HAD A MAJOR PARTICIPATION IN THIS PARTICULAR MARKET, ALTHOUGH CERTAIN MICRO-WAVE AND ANCILLARY EQUIPMENT HAS BEEN BOUGHT FROM U.S. SUPPLIERS. SINCE NEITHER ERICSSON NOR SIEMENS AT THIS TIME ARE ABLE TO SUPPLY OPERATIONAL ELECTRONIC SWITCHING EXCHANGES, IT
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IS LIKELY THAT U.S. FIRMS WILL HAVE THE OPPORTUNITY TO SUPPLY THIS SYSTEM, THE COST OF WHICH IS ESTIMATED TO RANGE FROM \$500 MILLION UPWARDS.

3. THE FORMER VICE MINISTER RECENTLY VISITED THE FACILITIES OF BELL LABORATORIES AND OF WESTERN ELECTRIC. THESE FIRMS ARE WELL AS A.T.&T., G.T.& E. AND NORTHERN ELECTRIC HAVE IN THE

PAST EXPRESSED INTEREST IN COOPERATION.

4. ACTION REQUEST: EMBASSY WISHES TO WORK CLOSELY WITH THE EXECUTIVES OF CANTV AND THE NEW VICE MINISTER, DR. JESUS ALVAREZ FERNANDEZ. THE AMBASSADOR WILL BE INFORMING MINISTER ABOUT U.S. INTEREST AND CAPABILITY IN THIS FIELD. WE FURTHER RECOMMEND THAT WE BE AUTHORIZED TO INFORM APPROPRIATE OFFICIALS THAT U.S. IS PREPARED TO ASSIST IN ARRANGING FOR FAMILIARIZATION AND TRAINING OF CANTV PERSONNEL AND THAT WE EXPECT TO OBTAIN THE COOPERATION OF U.S. COMPANIES IN THIS RESPECT. IN CASE USDOC HAS THE OPPORTUNITY TO DISCUSS THIS PROJECT WITH ANY POTENTIAL SUPPLIER, IT MIGHT WISH TO SUGGEST TO THEM THAT CANTV WOULD POSSIBLY APPRECIATE COOPERATION BY THESE FIRMS ON AN INFORMATIONAL BASIS AT THIS TIME. POSSIBLY A SHORT VISIT BY COMPANY EXPERTS FOR THE PURPOSE OF LOOKING OVER CANTV'S FACILITIES AND TRAFFIC PATTERNS AND GIVING AN OPINION ON THE SCOPE, COMPLEXITY AND COST RANGE OF THE PROJECT, COULD BE PROFITABLE AND WOULD EARN TERMENDOUS GOOD WILL.
VAKY

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Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition Event:
Disposition History: n/a
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TAGS: ETEL, BENC, VE
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